Making networks
invisible

Nile is on a mission to change the way wired and wireless access networks are designed, deployed, and operated. Nile's vision is to make challenges within enterprise networks invisible, and move at the speed of critical investments in digital edge, enterprise data/AI initiatives, and migration to the cloud.

Nile's team is focused on completely reinventing networking as we have known it for the last 30 years.

nilesecure.com

Solution

The company has been shipping its award-winning Nile Access Service solution since 2022. Its strong technology differentiation is backed by 40+ patent applications, with 10+ awarded. The company has seen greater than 90% YoY growth in terms of total square footage covered across education and private enterprise verticals, positioning it well to scale to any customer requirement for secure connectivity.

Differentiation

Nile's technology architecture integrates as-a-service software delivery model, AI networking, service level guarantees, zero trust security, and lifecycle automation into a single solution, called the Nile Access Service. It offers a new path forward instead of yet another incremental product, eliminating the need for more SKU, software release, licensing and support complexity. It is consumed on a per building basis, with flexible monthly and annual billing per user or per square footage.

Nile Access Service does not require expensive capital expenditures to get started and shares the responsibility of customer's outcomes by guaranteeing coverage, capacity and availability for its next-generation wired and wireless access network - an industry first.

nile

Technology

Nile's solution follows three key architecture principles:

- utilizing a single set of hardware elements at each customer deployment with a standardized best practices design,

- relying on an integrated data model in the cloud to drive real-time observability and continuous optimization, and

- using a series of AI applications to automate traditionally manual network operations workflows.

Team

Nile has so far secured $300M investment via three rounds funding from tier-1 and strategic investors, providing a strong runway to compete in the marketplace. Nile's team of 200+ experts represents a meeting of the minds from cloud infrastructure and services, artificial intelligence, cybersecurity, and enterprise networking.

The team is led by two veterans of the industry: CEO Pankaj Patel and Chairman of the Board John Chambers; respectively, ex-CDO and ex-CEO of Cisco Systems.

Customers

"As part of renewing our cyber insurance, the carrier reviewed our network security. Due to the quality of the Nile network, they actually lowered our premium."

- General Enterprise

"Nile sensors monitor our service and let me know if and how users might experience connectivity issues before they even happen."

- Industrial Enterprise

"Knowing Nile is managing updates and security patches and testing them before they're pushed out gives me peace of mind. We have our weekends back."

- High Tech Enterprise

"During our freshman move-in, we received no trouble tickets. This is a drastic difference compared to last year with our previous technology. In fact, this has never happened before."

- Higher Education